

**Montana Ag Innovation Center Program/BPIC Program – Lake
County Community Development Corp**

Orchard at the Flathead – Bigfork- We assisted in the completion of a feasibility study on new markets for their cherries and products. We have assisted with the development of a market for identity preserved Flathead Lake Cherries through a broker in the Midwest. We have assisted in identifying Montana markets for their cherries. We provided training and access to a labeling machine for more efficient labeling on their products.

Flathead Cherry Growers Cooperative- assisted the cooperative in the establishment of a PMA program for the cherry fruit fly. Explored the potentials for value added products such; as cherry juice, dried cherries.

Timeless Seeds- Ulm- Assisted the company in capitalization through stock offering and market analysis and expansion

Jeff Wilson – Potomac-We assisted this producer to evaluate camelina as a nutritional or functional food.

Big Sky Organics – Helena-Assisted in the completion of feasibility study on the expansion of their organic chicken feed business in partnership with Timeless Seeds. Reviewed with the client the goals and objectives of an MDOA grant to conduct feasibility study. The \$35,000 grant was awarded. MAIC has awarded the client a \$1750.00 mini grant to assist with a feasibility study on the expansion of their business.

Lam Farm – St. Ignatius- We assisted in the preliminary market research of artisan cheese, regulatory requirements, production requirements, and potential funding sources. We will assist in the development of a business plan and cost analysis. We submitted and were awarded a \$29,000 RBEG grant for assistance in training, education and dealing with regulatory issues for specialty cheese processing. We continue to explore the equipment needs and regulatory requirements for his and other cheese producers.

Flathead Cheese Company- Assisted in developing a market image for their cheese products, provided technical assistance in meeting legal regulations in cheese production, assisted in equipment search and provided training in specialty cheese processing.

Montana Natural Beef, LLC – Ronan- We have provided assistance with the development of the business plans and marketing research. We assisted the business to identify new markets, created individualized signage for existing customers, and a flyer to open new markets. We assisted in providing the company alternative in USDA approved distribution points. A MDOA grant was submitted on behalf of the company and was awarded \$14,500.00 to expand their market promotion and materials.

- Capitalized by a \$300,000 VAPG grant, \$250,000 line of credit guaranteed by the company owners.

Flathead Native Ag Cooperative – Ronan- We have provided assistance with the development of the business plans, food processing, recipe development, and marketing research. We evaluated their revised marketing plan. We assisted the business to identify new markets, create individualized signage for existing customers, and a flyer to open new markets. We provided research in a USPTO trademark application and in the filing of their application. We provided assistance in obtaining new UPC codes and packaging for their new Bison product. We assisted client to finalize bison product packaging and it has received USDA approval. We provided assistance in the development of a grant from the MT Department of Agriculture and other funding development. We provided technical assistance in the development of a new product label which was USDA approved for a smoked beef stick and conducted nutritional analysis on the product

- Capitalized with a \$100,000 VAPG grant, \$90,000 First Nation Grant, \$19,000 revolving loan, \$80,000 line of credit and most recently \$32,000 MDOA grant

Ram Rock Orchard - Bigfork- We have provided assistance with the development of the business plans, food processing of cherries, and market research. We assisted in researching dehydration equipment and companies for his value added cherry product. We researched the fresh pack market for cherries. We prepared a nutritional aspect report for his cherry crop in value added market segments. We researched trade shows that the client could attend to investigate the fresh market for cherries and he attended the Fancy Food Conference in Chicago. We have assisted with the development of a market for identity preserved Flathead Lake Cherries through a broker in the Midwest. MAIC has committed a \$1000.00 mini-grant to assist with label development and imagery for their value added cherry products

Amazing Grains – Ronan- We have provided assistance with the development of the business plans and marketing research. We reviewed their research and commercialization grant application. We provided technical assistance in the SBIR grant submittal and in new equipment needs for new product development. MAIC provided them with a \$5000.00 mini grant to support efforts to research the celiac marketplace in England, to provide samples of Montana® to the USDA Food Fair in London, and to provide support in the development of a promotional packet for retail promotion. The cooperative just received a SBIR Phase I grant for \$80,000 with assistance from the center. The company is now a limited liability company.

- Capitalized with a \$300,000 VAPG grant, \$200,000 owner equity, \$14,000 MDOA grant, and recently \$80,000 SBIR Phase I grant

Common Ground Farm – Arlee- We have provided technical assistance in the food processing of their raspberries, recipe development, and label requirements. With assistance from the World Trade Center we are researching value added and commodity fruit and vegetable production in western Montana. We assisted in the development of a lettuce processing line and in licensing their chopped lettuce product. We have provided technical assistance in the regulatory requirements for their products.

Great Northern Growers- We reviewed and evaluated a feasibility study/market analysis completed for their gluten free oat project.

Foust Farms – Moiese- We have provided assistance with the development of the business plans and marketing research. We continue to assist in researching products that can be made from their potatoes.

Western Montana Growers Cooperative – Arlee- We assisted in the development of a branded market strategy for the members produce. MAIC provided a \$750.00 mini grant to support the development of a label and printing of same. Assisted in the submittal and the award of a \$60,000 VAPG grant.

Haflinger/Zempal – Moiese- We have assisted the client to research oil seed products.

Thunderhead Gardens- We provided technical assistance in the development of a business plan, market analysis, and annual budget. We have assisted in the submittal of the license to produce a Raspberry Chipotle Sauce and reviewed the regulations on labeling this product. We assisted in the development of a business plan for their raspberry chipotle sauce.

Gilgal Farms – St. Ignatius- We have provided assistance with the development of the business plans, market differentiation, and marketing research. We assisted the farm in developing a market concept for their pastured poultry and consulted on a Growth Through Agriculture grant proposal. We researched the legal parameters for a mobile processing unit for poultry processing. We provided promotional assistance to the Good Food Store and Showtime Restaurant for their chicken. We assisted in the development of a logo and brand image for their poultry.

Ronan Farmers Market – Ronan- We provided assistance in the promotion of the market vendors for eight organic growers. MAIC provided a \$500 mini grant to support the promotion of the market and using the Bug Fresh Buy Local program.

North Missoula Community Food Coop- We assisted the cooperative project in the early formation process- establishing a steering committee, development of bylaws and articles of incorporation. They were assisted with the submittal of a MDOA grant and were awarded \$35,000. They are partners in a CREESES CFS grant of \$125,000.

Silent Creations-Ronan- assisted in the development of a USDA inspected buffalo jerky product which is processed at the Mission Mountain Food Enterprise Center.

Superior Meats- Superior- Assisted in the expansion of his jerky products to institutional and national markets with USDA labeling and the development and launch of his BBQ sauce. He presently processes at the Mission Mountain Food Enterprise Center.

Uncle Bills Sausage Co-Missoula- We provided assistance in the approval of 40 USDA labels for his sausage line which will be processed at the Mission Mountain Food Enterprise Center.

Prairie Industries/Farm to Table project – Glendive- assisted in the packaging of their local grain soup mixes and BBQ sauce. We provided assistance in accessing equipment for the development of their processing plant in Eastern MT.

Mission Mountain Food Enterprise Center Specialty Food Clients

Dry Fill Room	
- Steve Simonson- Big Sky Tea Gourmet teas	Thompson Falls
-West Paw – Cat Nip	Bozeman
-Thomas McInnes – Masterblend Spices	Hamilton
-John Knight – Knights BBQ spices	Lakeside
-Mark Feasel Fisherman Favorite	Superior
-Scott Haeffner- Rocky Mountain Gold Dust Dry Spices	Butte
-Becky Fessler - Custom Dining Products	Bozeman
-Hi-Country mixes - jerky spice mixes	Lincoln
- Sandra McIntyre - teas	Eureka
Large Processing Line	
- Brentari Foods-- Fresh Salsa, shelf stable salsa, 4 hot sauces	Missoula
- Tipus - chai tea, honey, chutney	Missoula
- Paddy Fleming, Flathead Winery,- fruit wines	West Glacier
- Oso Loco - 12 sauces	Whitefish
- Scott Haffner - 4 sauces (Endorsed by Rocky Mtn Elk Foundation)	Butte
- Papa Dons– BBQ sauce, BBQ Beans	Polson
- Mama Petes- Pasta Sauce	West Yellowstone
- Nick Harvey - salad Dressing	Kalispell / Helena
-Zac Kellerman - Montana Kitchen Sauces	Livingston
-Richard Kranie - Red Caboose Foods	Whitefish
-Dave Max - Organic camelina	Missoula
-Mark Smith - bottled specialty oils	Spokane
-Sustainable Systems - bottled canola oil	Culbertson
- Keith Baker- Garlic Head Sauces	Lakeside
-Roberta Knapp- Montana Salsa	Helena
Kitchen Rental	
- Myni Ferguson - Pickles	Kalispell
- Beth Cogswell – Garden City Salsa	Missoula
- Maureen Foley - Chocolate Sauce	Kalispell
- Tammy Baumberger Spiced Pretzels	St. Ignatius
- Starla Gade - Fresh Salsa, Shelf stable salsa	Arlee
- Neil Meyer - BBQ Sauce	Missoula
- Terri Roberts – Hummus	Missoula

- Pig Sky Candies	Hungry Horse
- Zeynap Martello	Bozeman
-Tom/Lynn McCormant, Forbidden Fruits Orchard, - jams, fruit sauces	Missoula
-Amber Yoi- sauces	Missoula
- Susan Alexander- salsa	Victor
Dehydration Room	
-Lise Rousouee- Fat Robin Orchard - Dried and frozen cherries	Polson
Gluten Free Processing	
- Barb Champlin -Gluten Free frozen dough mixes for pizza and bread	Missoula
Consulting Projects	
- US Omega 3- mobile processing of camalina oil	Missoula